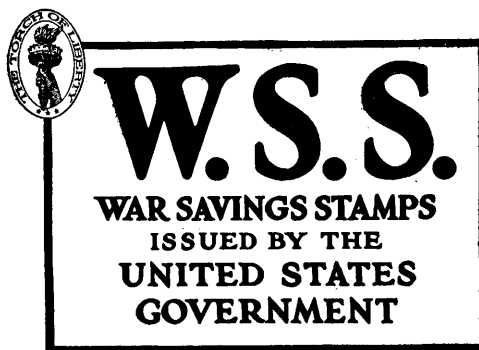


January 2, 1918.

Bulletin No. 21.

(For use from Jan. 2  
to Jan. 19, 1918.)**④ MINUTE MEN ④**10 JACKSON PLACE  
WASHINGTON, D. C.

TO ALL FOUR MINUTE MEN:

Thrift--the need of continuous saving--that is the theme of our message during the next campaign.

The new War-Savings Certificates and United States Thrift Cards, offering a most convenient and highly attractive means for saving, should be explained. But not in the way of solicitation of pledges, nor with a view to any particular limited period of enthusiastic subscription. For the sale of these stamps is to be continued throughout the year. Nothing is gained by an impulsive purchase, ending in a resale. It is not primarily the money the Government wants, but the GOODS and SERVICES it represents.

Every energy, every resource, of this great land must be bent to win the war. The stories of Belgian indemnities quoted in this bulletin indicate the policy of the Prussian war lords toward conquered countries. We must save our resources now; or we shall find ourselves defending them alone at a time selected by the same autocracy for crushing us in turn.

It is important to visualize to our audiences the simplicity of the War-Savings Certificates plan. I, therefore, urge every Four Minute Man to purchase at the nearest post office, bank, or other agency--

- (a) One War-Savings Certificate with at least One War-Savings Stamp (\$4.12).
- (b) One Thrift Card with at least one Thrift Stamp (25 cents).

Cordially, yours,

WM. McCORMICK BLAIR,  
Director, Four Minute Men.

P. S.--We still receive complaints that Four Minute Men sometimes speak for five minutes and even longer. Please observe scrupulously our four-minute limit. Make no exceptions.

# A Plan for Savings.

**T**O encourage small and continuous savings, absolutely essential to victory, the Government is now selling two kinds of stamps:

**A. \$5 War-Savings Stamps** (to be affixed to a War-Savings Certificate).

**B. 25-cent United States Thrift Stamps** (to be affixed to a Thrift Card).

The sale began December 3, 1917, and is to continue throughout 1918 unless the issue is all taken up before the end of the year.

Post offices, banks, and authorized agencies, such as stores and offices, all serving without compensation, are the distributors.

This sale is directed by the Treasury Department, under authority of the same act of Congress under which the Second Liberty Loan was floated; the act having authorized an aggregate of two billion dollars of War-Savings certificates.

**A War-Savings Certificate** is a pocket folder with a space for 20 War-Saving Stamps. This certificate, in accordance with the number of stamps affixed, and not the loose stamp itself, expresses the Government obligation.

A certificate may be had free with the purchase of a stamp or stamps (but can not be otherwise obtained). At the time of purchase the owner's name and address **must** be written on the certificate (whether registered or not) by the agent making the sale.

As more stamps are purchased, they should be pasted upon the certificate. When the 20 spaces have been filled with stamps, a new certificate should be secured.

**Purchase price.**—During December, 1917, and January, 1918, War-Savings Stamps are sold for \$4.12; with 1 cent additional for each month thereafter during 1918, i. e., February \$4.13, March \$4.14, etc., and December \$4.23. (See first column in table of redemption values on page 4.)

**Interest.**—On and after January 1, 1923, on 10 days' written notice, the Government will redeem all certificates at the price of \$5 for each War-Savings Stamp affixed. This represents the average 1918 purchase price of each stamp, plus interest at **4 per cent compounded quarterly**.

**Money back** with interest on these certificates any time on 10 days' written notice to any money-order post office. The owner gets what he paid plus 1 cent per month for each war-savings stamp for each month the stamp is held. This represents slightly less than 3 per cent simple interest, as against 4 per cent compounded if held to maturity.

Only the certificate, not loose stamps, may be redeemed, and the entire certificate must be cashed at one time. It is desired the stamps will be bought for the purpose of a five-year investment, and that they be not cashed before maturity unless the money is urgently needed.

**Safety, stability, and profit.**—These War-Savings Certificates are as safe as any United States Government bond. They can not go down in price, but must go up automatically 1 cent each month for each stamp attached, under the Government's pledge.

**Safe-keeping by registration.**—Each certificate and each stamp as affixed may, if desired, be registered free at any post office of the first, second, or third class, or central accounting office, the Government thereby making itself **absolutely responsible** for payment to the rightful owner. The owner's name is placed on the certificate by the agent at the time of purchase, and a registration card with the owner's name and with other data in his own handwriting is kept at the post office of registration. The certificate is nontransferable. Provision will be made for payment in cases of death or disability. In case of loss of registered certificate, payment will be made upon presentation of satisfactory proof of loss. These guarantees solve the problem of **safe-keeping**, one of the chief worries of small investors and one cause for negligence in saving.

**Amounts limited.**—Not more than \$100 worth (maturity value) of War-Savings Certificates will be sold to one person at one time, and not more than a total of \$1,000 may be held by any one person at any one time. Each member of a family, children included, may have a separate savings.

**Tax free.**—To small investors one may say, "These stamps are absolutely and unconditionally free from all national, State, and local taxes as long as you live."

If the total holdings by one person of securities authorized under the act of September 24, 1917 (that is, War-Savings Certificates, Treasury certificates of indebtedness, and bonds of the Second Liberty Loan) exceed \$5,000, then the income (never the principal) on the excess above \$5,000 is subject to excess profits and war profit taxes and to graduated additional income tax, not the normal income tax; the income on stamps can be figured only at the time they are cashed. Also if owner dies before maturity of the stamp and his estate is sufficiently large, then estate and inheritance taxes will apply.

## Thrift Stamps.

**The 25-cent Thrift Stamps** offer a means of saving for a \$5 stamp. They do not themselves bear interest. But they may be turned into an interest-bearing investment as described below.

**The Thrift Card** bearing the owner's name is given free with the purchase of a thrift stamp. This pocket-size card contains spaces for 16 stamps. When the card has been filled it represents \$4 (16 × 25 cents). This \$4 card, together with the odd cents required, may then be used to buy a War-Savings Stamp at that month's selling price of the stamp. (See first column of table on page 4.)

**Redemption period.**—Thrift Stamps must be exchanged for War-Savings Stamps on or before December 31, 1918, and they are exchangeable only when attached to a Thrift Card filled with 16 stamps. It may be stated authoritatively, however, that provision will be made in some form or other so that owners of partially filled Thrift Cards need suffer no loss.

HERE are copies of the WAR SAVINGS CERTIFICATE and of the THRIFT CARD.

We hope that every speaker will provide himself with both of these.



## A Good Investment.

**Need of saving.**—In these uncertain times it becomes a matter of good sense besides patriotism to keep on laying aside all the savings possible. For we do not know what the future may bring forth for any of us. "The test of success" said James J. Hill, "is the ability to save."

**A convenient method.**—War Savings and Thrift Stamps offer a most convenient means for savings, not in hundreds of dollars but by \$5 or by 25 cents at a time. When you go down the street and want this or that unnecessary and useless thing, stop, think. Look for a sign telling where Thrift Stamps are sold and see how soon the stamps pile up, 16 Thrift Stamps to \$4 and 20 War-Savings Stamps to \$100!

**Safety of investment.**—A War-Savings Certificate is just as safe as United States money and better, because it bears interest and because it is practically tax free. Your money is **not** tax free. Your War-Savings Stamp is like a little **baby bond**, and is just as sound as a Liberty Bond. Back of every \$5 Saving Stamp and back of every 25-cent Thrift Stamp are all the resources of this country and the obligation of every one of our 110,000,000 citizens. Each stamp is like a mortgage on the United States.

**Reward comes later.**—The man, the woman, and the child who saves and invests in War-Savings Stamps is building for peace time when capital will be needed and highly rewarded. So every person who looks to the future can benefit himself later by temporary sacrifices now.

**Money that grows.**—If you put \$4.12 aside it will remain \$4.12 at the end of two months, two years, or five years. When you invest \$4.12 in a War-Savings Stamp it immediately begins to grow in value, 1 cent each month, good for all you paid any time and good for more. Would you hesitate to choose this kind of investment?

## Thrift a Patriotic Duty.

WHILE it is good business to save by buying these stamps, we all are going to save, **because** we are patriots.

For this war is so vast, requiring such an unparalleled drain upon national resources, that the American people **must** make good the loss by saving in all directions in their individual claims to these resources. We **must** stop waste. Otherwise our surplus for defense would soon be exhausted. A wasteful nation, at war, would soon face bankruptcy and defeat.

"**Extravagance costs blood, the blood of heroes,**" says Lloyd George.

Thus war savers are life savers. Savings are the sinews of war.

Stored-up resources will not suffice; for a nation lives almost from hand to mouth. We must save out of the **present** products of labor.

**Money loaned to the Government** is the most direct aid to national defense for it gives the Government itself the claim for the time being upon the products of labor. But the money goes back to the people at once. It is merely a means of **counting**, a device for "keeping books." The essential is that resources be saved, that all the people reduce personal consumption of goods and services.

When a citizen lays aside \$5 for, say, five years, he thereby renounces for a period of five years his claim upon labor or material to the value of \$5. He permits that much labor or material to be used for the defense of his country. For instance, one single War-Savings Stamp will feed a soldier more than a week. When a man spends \$5, he **competes with his Government** for \$5 worth of goods and services.

This thought that **goods and services**, not money as such must be saved by all, had to be learned by the British people before their war-saving plan begun January 1, 1916, became a success, says a member of the British treasury.

## Need of New *Habits*.

**Saving must become a habit.**—It must be continuous. While it is hoped as one result that we shall thus become in peace times a nation of savers instead of a nation of spenders, this continuous habit is for the present **absolutely necessary**, and perhaps for a long time.

For the war has become a contest of resources versus resources. The men in Washington feel that we may need to summon our national resources to the utmost before the danger of German autocracy is removed.

Germany sees her resources waning. To recuperate these, while her military machine is still strong, she wishes a few years' armistice, called peace. But the German Government ideals of conquest, and its methods of making war can not be given another chance. We dare not take the slightest risk of fighting Prussianism on this side of the Atlantic. Saving our money now (at interest) is indeed a small sacrifice as against paying indemnities, like Belgium! (See page 6 for illustrations of German war methods.)

### No sum in savings is too small to count.

A 25-cent piece from each of 100 million Americans means 25 million dollars. A single strand on the cables which hold the Brooklyn Bridge seems weak, but thousands of these strands hold up millions of tons of steel.

Here are a few examples of patriotic thrift, showing how small savings count:

An eastern hotel, patronized by the wealthiest classes, reports that on butter alone it is saving 2 tons a month.

A New York hotel served 18,000 more people in November than in September and took in \$45,000 less.

Woolen manufacturers, reducing the size of their samples to retailers, may save the cloth of 400,000 uniforms during 1918—a plan urged by the Division of Commercial Economy of the Council of National Defense.

This same committee also suggests cooperative delivery systems. This system, now in operation in 22 cities by 576 of a total of 4,000 merchants, has reduced the number of their delivery men from 659 to 207—452 men released for other work. By reducing deliveries from three to one a day in every city the committee estimates that an army of 150,000 men can be released for productive work.

Fifty-seven million dollars worth of old metal were collected in the United States in 1914. In 1915, the first full year of the war, our savings in metal scrap was doubled, according to the United States Geological Department reports.

## Everybody Must Now Help.

Remember the statement of Samuel Gompers, "This is truly and purely the people's war."

Every merchant should help. No patriot will protest for "business reasons." Furthermore, stopping waste helps healthy business.

Many heads of business are giving these stamps as bonuses in lieu of cash.

We should take the French as an example, a nation of savers. They have already raised 19 billion dollars for this war. What can we prosperous Americans do?

**War-Savings Societies**, whose members may save jointly, are now being organized under the auspices of the National War-Savings Committee, Washington, D. C. Such societies have met with wonderful success in England, about half the stamp savings of that country now being secured through clubs. Complete printed forms for organization of War-Savings Societies, conduct of meetings, suggestions for programs of entertainment, election of officers, etc., are provided by the National War-Savings Committee. Help start a W. S. S. Society. Ask some one to refer you to the State director or local chairman of the War-Savings Committee.

**Not a man, woman, or child** but can afford to buy at least **some** of these stamps. Investors in Liberty Bonds, even if they are making time payments, should put a little extra incidental savings from day to day into stamps. Large investors should set the example. Many millionaires are included among the buyers of these stamps.

May there be not a single American home without a War-Savings Certificate!

**Table of Prices on War-Savings Stamps.**

Month.	1918	1919	1920	1921	1922
January.....	\$4.12	\$4.24	\$4.36	\$4.48	\$4.60
February.....	4.13	4.25	4.37	4.49	4.61
March.....	4.14	4.26	4.38	4.50	4.62
April.....	4.15	4.27	4.39	4.51	4.63
May.....	4.16	4.28	4.40	4.52	4.64
June.....	4.17	4.29	4.41	4.53	4.65
July.....	4.18	4.30	4.42	4.54	4.66
August.....	4.19	4.31	4.43	4.55	4.67
September.....	4.20	4.32	4.44	4.56	4.68
October.....	4.21	4.33	4.45	4.57	4.69
November.....	4.22	4.34	4.46	4.58	4.70
December.....	4.23	4.35	4.47	4.59	4.71

Jan. 1, 1923..... \$5.00

# A Special Appeal to Children.

*(From a circular of the Treasury Department.)*

THERE are 35,454,000 children in the United States under 16 years of age. How many of these will start with a Thrift Card? Every householder should get a Thrift Card for each child, and give stamps to the children in payment of services.

## To the Children:

It is a splendid thing that you will be able to help your country through saving your pennies, nickels, dimes, and quarters, and lending them to your Government by buying Thrift Stamps. Your little, together with that of many millions of Americans, will count for liberty. You are to be one of a vast army of school children who will say to our Government, "Here's my little, but there are millions more coming to meet the big expenses of the war."

There are many ways in which boys and girls can earn money and you will have until December 21 to bring your quarter to your teacher. Here is how some boys and girls have earned quarters:

1. Beating carpets.
2. Waxing floors.
3. Sifting and dumping ashes.
4. Helping parents.
5. Cleaning cellars.
6. Washing windows.
7. Cleaning silver.
8. Cutting and sawing wood.
9. Varnishing chairs.
10. Tearing down old chicken coops and fences and cutting up for firewood.
11. Caring for the neighbor's baby.
12. Messengers for drug stores and doctors.
13. Selling magazines.
14. Work in store on Saturday.
15. Wait on table.

After having worked in a butcher's shop on a Saturday, a boy named Dick said, "That was a great experience. Never had so little time to think bad and go wrong as while on that job." "Same here," said Tom, who made \$10.60 in three weeks selling aluminum from house to house. "That's right," said Joe, who used to joy ride in his father's Ford, after five weeks as a jitney driver. "Then let's keep it up," and they all agreed.

School children will do just as well in this war-savings campaign as they did in helping to raise the last Liberty Loan. This is what a school in Jamaica, L. I., did. The teachers gathered enough dimes and nickels from the children to buy a \$50 Liberty Bond. They organized a parade. They got a lot of Liberty Bond posters from the banks and made them into banners. They marched 600 strong up to the bank and bought their bond, which the bank man had fastened to a large card on a standard labeled, "This is the Liberty Bond we bought." Then they gathered around the steps of the town hall, while the bank man told them what a Liberty Bond was and what it would do. They sang patriotic songs, spoke some Liberty Bond pieces, and continued their march. This bond is now held by a bank to be used in buying pictures for their new school when it is completed. Wasn't that splendid? Will you do as well?

## Secretary McAdoo's Four-Minute Speech to School Children.

Nations have their childhood and their days of hard lessons just as children do. One hundred and forty years ago, when the first American Army marched to battle, our Nation was younger among nations than you are among your fathers, your mothers, and their friends. Our Army had drummer boys in those days, real boys of 10 and 12, who marched as bravely and as proudly into cannon fire as their great chief, Gen. Washington, himself. Our Nation had little girls, who laughed and cheered and loaded muskets for their fathers, who fired through loopholes in their cabin homes, when the painted Indians charged to the very doors.

Where many schoolhouses stand to-day American boys and girls may have helped to fight and to defeat the enemy, when our Nation, too, was young.

We are in the greatest war of the world's history and we must win this war. We can and we shall win, if the boys and girls of America say so, and mean it, and feel it, and live it, as the boys and girls of '76 lived and felt and helped.

The Nation needs that sort of boys and girls to-day. Not to beat our drums, nor to load our muskets, but to start a great work which must be done. It is the part of boys and girls to-day to give an example of self-denial and sacrifice, to teach fathers and mothers, to teach the grown people of the Nation, that we still have in every young heart the spirit of '76, when boys led our soldiers into battle and girls fought beside their fathers at the cabin walls. The lesson is "Thrift"—saving to the point of sacrifice—self-denial of everything unnecessary. If every boy and girl says at home to-night, "I will fight in this war," "I will save every penny and loan it to my Government to help save the lives of the big brothers of America," "I will try to teach every American I see to do the same"—then 20,000,000 homes, the homes of all America, will be filled with the spirit of '76, the spirit of the drummer boys, of the brave girls of those days. America will win again, as it has always won, through the splendid strength, courage, and sacrifice in the hearts of youth, that to-day will teach the Nation the lesson of saving and serving which it must and will learn, through the message which its school children will carry home.

Through saving your pennies, nickels, dimes, quarters, and buying thrift stamps and then war-savings certificates, you will help your country and its gallant armies to win the war.

I know you will help.

# Foreign Taxes vs. Savings-Stamps.

**N**O matter how many billions this war may cost, it is cheaper to win than to lose.

Here are a few examples of the German methods of robbing civilian populations under the guise of "taxes and fines": It is a part of the governmental system as outlined in the book entitled "German War Practices," and published by the Committee on Public Information. This book in a measure excuses the German people, showing that they are acting under orders, and that in many instances Germans themselves protested. Sometimes soldiers, they themselves weeping, were forced to carry out unspeakable brutalities. This evidence should convince Americans of German blood who have not been able to believe that their relatives would be guilty of the crimes charged. And the need of crushing this system becomes all the more evident.

The German War Book, published for the guidance of officers in conquered territory, quotes with approval a letter Napoleon sent his brother in Italy:

"Burn down a dozen places which are not willing to submit themselves. Of course, not until you have first looted them; *my soldiers must not be allowed to go away with their hands empty.*"

A manual edited in Berlin in 1906 (Military Interpreter for Use in the Enemy's Country) gives the forms ready for use by inserting name, date, and place. For instance:

"A fine of 600,000 marks in consequence of an attempt made by ——— to assassinate a German soldier, is imposed on the town of O. By order of ———."

"Efforts have been made, without result, to obtain the withdrawal of the fine."

"The term fixed for payment expires to-morrow, Saturday, December 17, at noon ———."

"Bank notes, cash or silver plate, will be accepted."

Blanks such as this were followed almost verbatim in Belgium.

"The city of Brussels, exclusive of its suburbs, has been punished by an additional fine of 5,000,000 francs on account of the attack made upon a German soldier by Ryckere, one of its police officials."

"BARON VON LUETTWITZ."

Luneville was fined 650,000 francs because of an alleged attack by some inhabitants.

Such cases may be multiplied indefinitely.

Cardinal Mercier complains that 500,000,000 francs were imposed on impoverished Belgium by December of the first year. In November, 1915, they decreed that the contribution be increased to 40,000,000 francs a month, and the following November they raised this to 50,000,000 francs a month. (These figures do not include all kinds of taxes.)

After wrecking the country financially, and after having invited the Belgians back on distinct promises to the contrary, the Prussians in the fall of 1915 began a systematic plan of forcing the Belgians to work, finally exporting them. This caused an official protest from the United States Government.

The city of Tournai for one called attention to the German pledges, and the answer of Maj. Gen. Hopfer October 23, 1916, was—

"The clear and simple situation is in reality as follows: The military authorities order the city to obey."

The general commanding the army inflicted on the city—on account of its refusal, up to date, to furnish the lists of citizens—a punitive contribution of 200,000 marks.

An inhabitant of Mons writes, in substance:

"The degradation of it. All the great men of that Province—the lawyers, the statesmen, the heads of the trades, marching to the market square, where the pens were erected exactly as if they were cattle. Trains were standing there, steaming, to take them to Germany."

The same method of forced labor has been followed in Poland.

Towns have been systematically destroyed, machinery shipped away to Germany.

**Here are some illustrations of brutality, not directly connected with indemnities, taken from the same book, German War Practices.**

"The innocent must suffer with the guilty. If even towns are annihilated, that is assuredly regrettable, but it must not excite ill-timed sentimentality. All this must not in our eyes weigh as much as the life of a single one of our brave soldiers—the rigorous accomplishment of duty is the emanation of a high *kultur*."

GENERAL VON BISSING,  
Later Governor General of Belgium.

AUGUST 29, 1914.

A German soldier writing to Ambassador Gerard in protest against shooting unarmed Russians, who shrieked for mercy, said:

"There is no God, there is no morality and no ethics any more. There are no human beings any more, but only beasts."

Other German soldiers sent similar protests.

In a convent at the Meuse the men were shot as well as the women and children, because "some shots had been fired from the convent windows" and "we burned it afterwards."

"The population of Andenne, after making a display of peaceful intentions toward our troops, attacked them in the most treacherous manner. With my authorization the general commanding these troops has reduced the town to ashes and has had 110 persons shot."

"I bring this fact to the knowledge of the people of Liege in order that they may know what fate to expect should they adopt a similar attitude."

"Liege, August 22, 1914."

"GENERAL VON BULOW."

In Dinant, according to Minister Whitlock's report, "during the execution of about 40 inhabitants, the Germans placed before the condemned their wives and children."

The proclamation of Maj. Dieckmann, September, 1914, demanded lists of hostages within 24 hours at Beyne-Hensay and Grivegnée. This matter of giving hostages and sometimes having them shot was frequently practiced. In the same order the major says that all civilians must take off their hats or give military salute to German officers, or must expect "the German military to make themselves respected by every means."

Baron von der Goltz, Field Marshal, October 5, 1914, proclaimed at Brussels and elsewhere as follows:

"Henceforth the villages situated nearest the spot where such events (destruction of railroad tracks and telegraphs) take place—it is of no consequence whether they are guilty or not—will be punished without mercy. For this purpose hostages have been taken from all places in the vicinity of railways in danger of similar attacks; and at the first attempt to destroy any railway, telegraph, or telephone line they will be immediately shot."

In many places women and children were forced to march in front of German regiments as a screen.

## A Few Outlines for Speeches.

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AT the suggestion of a Four Minute Man, sent since the issue of our last bulletin, we add a few outlines of speeches. It goes without saying that a speech built on any other outline will be equally acceptable, provided always that it adheres to the assigned topic and observes the required temperate tone.

### OUTLINE NO. 1.

- (a) Here is a dollar bill [show it].
- (b) Compare United States money and United States Savings Stamps.
- (c) Need of small savings; an illustration of waste versus economy.
- (d) Appeal to all in behalf of our fighting force.

### OUTLINE NO. 2.

- (a) The people's war—quote Samuel Gompers.
- (b) Hence the people must all help.
- (c) Savings of goods and services necessary.
- (d) Thrift versus bankruptcy and defeat of nations.
- (e) Explain War-Savings Stamps.

### OUTLINE NO. 3.

- (a) German propaganda ever active.
- (b) Trying to make us believe war is actually over.
- (c) We must prepare for long pull.
- (d) Thrift alone, long continuous savings, will win.
- (e) It's up to our 110,000,000 American people.

### OUTLINE NO. 4.

- (a) Stories of German indemnities or brutalities as told in this bulletin or other Government publications. (Presented as an illustration of *governmental* methods.)
- (b) When you realize what terrorism has meant to Europe and would mean here, you'll want to help, help to the limit.
- (c) Appeal to buy War-Savings Stamps.

### OUTLINE NO. 5.

- (a) Start the year by saving.
- (b) Explain War-Savings Stamps.
- (c) For your sake and the country's sake, do not underestimate the danger.

### OUTLINE NO. 6.

- (a) Victory is certain, because we, the American people, have the resources.
- (b) But these resources must be conserved.
- (c) Explain not money but goods and services needed.
- (d) Appeal to thrift as evidenced by purchase of War-Savings Stamps.

### OUTLINE NO. 7.

- (a) Teach the child thrift—and industry.
- (b) Each child can save Thrift Stamps. Explain how. (See page 5, column 1.)
- (c) Set your child the example by buying War-Savings Stamps yourselves.
- (d) Explain the stamps.

### OUTLINE NO. 8.

- (a) This morning's paper tells us (state current news).
- (b) Show how this news bears on facts of German propaganda, conquest, or other topics (remaining, of course, within the limits of authoritative governmental utterances).
- (c) What we, the people, must do—save our resources.
- (d) A few words about War-Savings Stamps.

### OUTLINE NO. 9.

- (a) "Extravagance costs blood"—quote Lloyd George.
- (b) Let's see where we are wasteful—give various examples.
- (c) Now make a resolution for 1918.
- (d) These stamps help you save.

### OUTLINE NO. 10.

- (a) Savings help healthy business.
- (b) Capital must be conserved for peace times.
- (c) Aside from this, every patriotic merchant will help.
- (d) Savings now a patriotic NECESSITY.



## Two Typical Illustrative Speeches.

THESE typical speeches are printed as usual for the purpose of illustrating how the subject may be worked out and kept within the time limit. *Speakers are urged to prepare their own speeches.* Note the first speech deals entirely with the question of saving, while the second speech is devoted largely to another subject, concluding with an appeal to purchase stamps. Many other methods of treating the subject will suggest themselves to our speakers.

### Typical Speech No. 1.

(Built on outline No. 1.)

*This dollar bill* [hold up a dollar bill] is only a piece of paper. Yet because it is Uncle Sam's promise to pay it is as good as gold.

A War-Savings Stamp *on this card* [hold up card] is also only a piece of paper, but because it, too, is Uncle Sam's promise to pay it is as good as gold.

*The difference* between dollars and War-Savings Stamps is that a dollar is never worth more than a dollar, while War-Savings Stamps are worth 1 cent more every month.

Because Uncle Sam needs money to fight your battles, to protect your homes, he is to-day having a *special bargain sale* of War-Savings Stamps.

To-day you can buy \$5 Savings Stamps for \$4.12. Next month (February), they will cost you \$4.13, and in December \$4.23. In December you can get 11 cents more for every stamp you buy to-day.

You collect the 25-cent thrift stamps on this Thrift Card, just the way you collect trading stamps.

And every time you lick a stamp you help to lick the Kaiser.

It's a big war we are in. And we're going to win.

The way we're going to win is in the little things—by everyone doing his part every day—every one and every day.

In Germany the children are collecting all the copper and tin foil and rubber for the army. Your rag man will give you your first quarter. There are a hundred ways right at your very door, through which you or your children can earn money to pay for these War-Savings Stamps.

In 1915, the first full year Europe was at war, we collected \$114,000,000 worth of old metal. That, according to the United States Geological Department, was twice as much as in 1914. We collected more; we wasted less. There is an object lesson for everyone.

Think of the boys over there who are fighting for us. The more we save here now, the more lives of our boys we will be able to save.

### Typical Speech No. 2.

(Built on outline No. 4.)

While we are sitting here to-night enjoying a picture show, do you realize that thousands and thousands of Belgians, people just like ourselves, are *languishing in slavery* under Prussian masters?

Driven into slavery, after they were lured back home by Prussian promises—Prussian scraps of paper.

Read the stories of deliberate *governmentally ordered* brutalities as told in the book, *German War Practices*, recently published by the Government's Committee on Public Information.

Read how the Prussian war lords robbed Belgium, pilfered and stole. How they extorted fines of millions of francs for trivial reasons—e. g., 5,000 francs (\$1,000,-000) in Brussels because of an attack by a policeman; 200,000 marks at Tournai for refusal to send a list of citizens. Taxes went to 50,000 francs a month and more in Belgium.

Prussian "Schrecklichkeit" (the deliberate policy of terrorism) leads to almost unbelievable besotten brutality. The German soldiers—their letters are reprinted—were often forced against their wills, they themselves weeping, to carry out unspeakable orders against defenseless old men, women, and children, so that "*respect*" might grow for German "*efficiency*." For instance, at Dinant the wives and children of 40 men were forced to witness the execution of their husbands and fathers.

Now, then, do you want to take the *slightest* chance of meeting Prussianism here in America?

If not, then you'll have to help in summoning all the resources of this country for the giant struggle. For resources will win the war.

Here's the way you can help save our resources. Instead of throwing money away on unnecessary things, buy Thrift Stamps, 25 cents, and War-Savings Stamps, \$4.12, worth \$5 in five years, 4 per cent compound interest. They're good as Government money; like a mortgage on the U. S. A. Here's one of the War-Savings Certificates, and here's a Thrift Card. Ask at any post office, any bank, or store wherever you see a W. S. S. sign.

It is up to us. We, *the people*, must win the war.